

LETTERS *from*
a SELF-MADE
MERCHANT
to his SON



Written in Gregg Shorthand

Letters from A Self-Made Merchant To His Son

Being some of the letters written by John Graham, head of the House of Graham & Company, Pork Packers in Chicago, familiarly known on 'Change as "Old Gorgon Graham," to his son, Pierrepont, facetiously known to his intimates as "Piggy."

By

GEORGE HORACE LORIMER

Written in Gregg Shorthand

Revised Edition

Published by permission of
SMALL, MAYNARD & COMPANY, BOSTON

The Gregg Publishing Company

New York Chicago Boston San Francisco
London

Shorthand Plates Written by
GEORGIE GREGG

B-59-PP-2
Ch

PRINTED IN THE UNITED STATES OF AMERICA

Preface

ONE of the most interesting and helpful books published in recent years is "LETTERS from a SELF-MADE MERCHANT to his son," by *George Horace Lorimer*. We read these letters with much pleasure when they were appearing in serial form and made use of them—as did many other teachers—in giving advanced dictation to shorthand students. They were a welcome relief from the monotony of continuous dictation of business papers and correspondence, and at the same time they enforced many valuable lessons in such a way as to impress them vividly upon the minds of the students. The dictation of something in a lighter vein is desirable occasionally, and for this purpose there could be nothing more suitable than the letters contained in this book.

Recently William Marion Reedy, in an article about the *Saturday Evening Post*, which has been edited by Mr. Lorimer for many years said:

George Horace Lorimer is the world's greatest editor. Lorimer's "Letters from a Self-made Merchant to his Son" is the best piece of pragmatic philosophy since Ben Franklin, who founded the *Saturday Evening Post*.

In issuing this selection of letters from the original book, we we desire to acknowledge our indebtedness to the publishers, Messrs. Small, Maynard and Company, for permission to use a certain number of these letters in this way, and also to the artists, B. Martin Justice and F. R. Gruger, for the use of some of the illustrations.

To those who enjoy reading these letters we heartily commend the complete work, which contains a number of others equally entertaining and helpful.

THE GREGG PUBLISHING COMPANY

CONTENTS

	Page
I. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at Harvard University, Cambridge, Mass. <i>Mr. Pierrepont has just become a member, in good and regular standing, of the Freshman class.....</i>	9
II. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at Harvard University. <i>Mr. Pierrepont's expense account has just passed under his father's eye, and has furnished him with a text for some plain particularities.....</i>	19
III. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at Harvard University. <i>Mr. Pierrepont finds Cambridge to his liking, and has suggested that he take a post-graduate course to fill up some gaps which he has found in his education.....</i>	31
IV. From John Graham, head of the house of Graham & Co., at the Union-Stock Yards in Chicago, to his son, Pierrepont Graham, at the Waldorf-Astoria, in New York. <i>Mr. Pierrepont has suggested the grand tour as a proper finish to his education.....</i>	45
V. From John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at Lake Moosgatchemawamuc, in the Maine woods. <i>Mr. Pierrepont has written to his father withdrawing his suggestion.....</i>	55

CONTENTS—Continued

	Page
X. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at the Commercial House, Jeffersonville, Indiana. <i>Mr. Pierrepont has been promoted to the position of traveling salesman for the house, and has started out on the road.....</i>	67
XI. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at The Planters' Palace Hotel at Big Gap, Kentucky. <i>Mr. Pierrepont's orders are small and his expenses are large, so his father feels pessimistic over his prospects.....</i>	79
XIII. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, care of The Hoosier Grocery Co., Indianapolis, Indiana. <i>Mr. Pierrepont's orders have been looking up, so the old man gives him a pat on the back—but not too hard a one.....</i>	91
XV. From John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at The Scrub Oaks, Spring Lake, Michigan. <i>Mr. Pierrepont has been promoted again, and the old man sends him a little advice with his appointment.....</i>	103

No. 1

FROM John Graham,
at the Union Stock
Yards in Chicago,
to his son, Pierrepont, at
Harvard University, Cam-
bridge, Mass. Mr. Pierre-
pont has just been settled
by his mother as a mem-
ber, in good and regular
standing, of the Freshman
class.



*"Old Doc Hoover asked me right
out in Sunday School if I didn't want
to be saved."*

I

189-1

1. 1000 - 1000 = 0
 2. 1000 - 1000 = 0
 3. 1000 - 1000 = 0
 4. 1000 - 1000 = 0
 5. 1000 - 1000 = 0
 6. 1000 - 1000 = 0
 7. 1000 - 1000 = 0
 8. 1000 - 1000 = 0
 9. 1000 - 1000 = 0
 10. 1000 - 1000 = 0

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 840.

2. 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 8

I am ever your
 affectionate father
 John Jay
 New York
 1790

. n b . e e . p o o - .
 n - . f o / v . e e - n -
 - . l (a o - b i e . l - e
 r l y o n - t h e
 n b . g o g e o / n o e - y
 - . n b - . i n / e - n - . f
 - . e (a o b o e / n d
 b e n y i n e . f . h d .
 b t n . o o e o e l . o o
 r e e b - n g o 2 / 2 b 4 (
 n n l (n e n h i e
 o o g a r o - n b (n e .
 - n f n - b i - i . f o
 / o . - n f o l e (n

e. n. H. - n. g. a. l. e. u.)
 H. e. s. (n. l. e. r. g. e.
 d. y. n. e. l. - e. s. t. e. o. b. -
 n. e. e. e. l. e. - l. e. - d. o. s.
 - e. s. g. b. n. o. v. o. o. -
 l. e. i. l. d. n. e. i. g. l. - o. s.
 - n. l. o. o. - . e. g. l. -
 s. o. i. e. n. g. b. b. o. u. l. e.
 o. o. l. e. e. l. y. o. e. l. i. e. n.
 s. b. - e. i. l. n. e. g. l. /
 e. l. e. e. i. n. g. o. o. v. e. n.
 g. b. l. o. o. t. e. r. e. - s. o.
 (o. z. - g. e. s. b. - e.)
 (e. o. o. f. o. n. - n. o. i. i.

4 0. 03 - "0 - 2" 50. 4.
 1 2 2. 4 1 2 / 7 8 6 7 0
 27 - 27 - 6 9. 27 2 0 2
 27 4. 2 2 9 4. 2 2 0 1
 0 1 0 2.

2 2 2
 2 2

No. 2

FROM John Graham,
at the Union Stock
Yards in Chicago,
to his son, Pierrepont, at
Harvard University.

Mr. Pierrepont's expense
account has just passed
under his father's eye,
and has furnished him
with a text for some plain
particularities.



"I have seen hundreds of boys go to Europe who didn't bring back a great deal except a few trunks of badly fitting clothes."

II

4 189-

[illegible]

[illegible]

(i n g . f - , h e r d n e -
 p b m R d n b e r h - s -
 - i e m a t v d n e -
 o e a - i s b m / e e)
 o m . R v n . g u e o m , o
 n - n n o b o s w b y
 n n . o i / e l . e s v - o
 o . e (h y , g o o , o n w
 (z . i . o - , d o - d e .
 e e - . e w o - (d t i e e
) . n b m - e i - n n o
 n w o o b . e d o r o r e e
 z (- . n o) - n m d e e
 s ,) e z g o) n e v . n

[illegible]

— . e v — e l 2 r 1 a l
 3 1 n e o — (o 2 — o 7 . o . a , p
 / " . o 7 /) — a . l 2 l
 6 a . l 9 e l . l i e v —
 (p , d) l 6 . l i e v . r { l
 2 — o o — o 7 (a , y n e
 " e . o l e r i n e l 2 y . o 2
 (- 9 l 2 ; o : i 7 (1 ? o 2
 o o y e r i n e l e o o o
 7 — o a l 9 . o . l o 3) o l 1 ;
) o l 7 . e r 5 y — . o — (o
 e e . 7 9 . 9 l o 2 o i 9 l
 l . o l 2 l n e o) 2 l 1 7
 — 2 7 — o 7 . o 7 — — —

e, 3 u. - o: - r, y - c /
 o l e - b o / r e h -
 (h e r y y / i n e r
 o l e n b o s e - m /
 e y b a / - h e n l e i g
 e - o. e n e y / e - n
 n. n o e n l o n g z o - n
 e - h e z e - r - e -
 e h e - g: f, i' e e / n
 e - e e -

e y d
 h e

No. 3

FROM John Graham,
at the Union Stock
Yards in Chicago,
to his son, Pierrepont, at
Harvard University.
Mr. Pierrepont finds Cam-
bridge to his liking, and
has suggested that he take
a post-graduate course to
fill up some gaps which he
has found in his education.



"I put Jim Durham out on the road to introduce a new product."

III

L 1, 189—

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 840.

1871 - 1872. - 1873
 1874 - 1875. - 1876
 1877 - 1878. - 1879
 1880 - 1881. - 1882
 1883 - 1884. - 1885
 1886 - 1887. - 1888
 1889 - 1890. - 1891
 1892 - 1893. - 1894
 1895 - 1896. - 1897
 1898 - 1899. - 1900
 1901 - 1902. - 1903
 1904 - 1905. - 1906
 1907 - 1908. - 1909
 1910 - 1911. - 1912
 1913 - 1914. - 1915
 1916 - 1917. - 1918
 1919 - 1920. - 1921
 1922 - 1923. - 1924
 1925 - 1926. - 1927
 1928 - 1929. - 1930
 1931 - 1932. - 1933
 1934 - 1935. - 1936
 1937 - 1938. - 1939
 1940 - 1941. - 1942
 1943 - 1944. - 1945
 1946 - 1947. - 1948
 1949 - 1950. - 1951
 1952 - 1953. - 1954
 1955 - 1956. - 1957
 1958 - 1959. - 1960
 1961 - 1962. - 1963
 1964 - 1965. - 1966
 1967 - 1968. - 1969
 1970 - 1971. - 1972
 1973 - 1974. - 1975
 1976 - 1977. - 1978
 1979 - 1980. - 1981
 1982 - 1983. - 1984
 1985 - 1986. - 1987
 1988 - 1989. - 1990
 1991 - 1992. - 1993
 1994 - 1995. - 1996
 1997 - 1998. - 1999
 2000 - 2001. - 2002
 2003 - 2004. - 2005
 2006 - 2007. - 2008
 2009 - 2010. - 2011
 2012 - 2013. - 2014
 2015 - 2016. - 2017
 2018 - 2019. - 2020
 2021 - 2022. - 2023
 2024 - 2025. - 2026
 2027 - 2028. - 2029
 2030 - 2031. - 2032
 2033 - 2034. - 2035
 2036 - 2037. - 2038
 2039 - 2040. - 2041
 2042 - 2043. - 2044
 2045 - 2046. - 2047
 2048 - 2049. - 2050
 2051 - 2052. - 2053
 2054 - 2055. - 2056
 2057 - 2058. - 2059
 2060 - 2061. - 2062
 2063 - 2064. - 2065
 2066 - 2067. - 2068
 2069 - 2070. - 2071
 2072 - 2073. - 2074
 2075 - 2076. - 2077
 2078 - 2079. - 2080
 2081 - 2082. - 2083
 2084 - 2085. - 2086
 2087 - 2088. - 2089
 2090 - 2091. - 2092
 2093 - 2094. - 2095
 2096 - 2097. - 2098
 2099 - 2100. - 2101
 2102 - 2103. - 2104
 2105 - 2106. - 2107
 2108 - 2109. - 2110
 2111 - 2112. - 2113
 2114 - 2115. - 2116
 2117 - 2118. - 2119
 2120 - 2121. - 2122
 2123 - 2124. - 2125
 2126 - 2127. - 2128
 2129 - 2130. - 2131
 2132 - 2133. - 2134
 2135 - 2136. - 2137
 2138 - 2139. - 2140
 2141 - 2142. - 2143
 2144 - 2145. - 2146
 2147 - 2148. - 2149
 2150 - 2151. - 2152
 2153 - 2154. - 2155
 2156 - 2157. - 2158
 2159 - 2160. - 2161
 2162 - 2163. - 2164
 2165 - 2166. - 2167
 2168 - 2169. - 2170
 2171 - 2172. - 2173
 2174 - 2175. - 2176
 2177 - 2178. - 2179
 2180 - 2181. - 2182
 2183 - 2184. - 2185
 2186 - 2187. - 2188
 2189 - 2190. - 2191
 2192 - 2193. - 2194
 2195 - 2196. - 2197
 2198 - 2199. - 2200
 2201 - 2202. - 2203
 2204 - 2205. - 2206
 2207 - 2208. - 2209
 2210 - 2211. - 2212
 2213 - 2214. - 2215
 2216 - 2217. - 2218
 2219 - 2220. - 2221
 2222 - 2223. - 2224
 2225 - 2226. - 2227
 2228 - 2229. - 2230
 2231 - 2232. - 2233
 2234 - 2235. - 2236
 2237 - 2238. - 2239
 2240 - 2241. - 2242
 2243 - 2244. - 2245
 2246 - 2247. - 2248
 2249 - 2250. - 2251
 2252 - 2253. - 2254
 2255 - 2256. - 2257
 2258 - 2259. - 2260
 2261 - 2262. - 2263
 2264 - 2265. - 2266
 2267 - 2268. - 2269
 2270 - 2271. - 2272
 2273 - 2274. - 2275
 2276 - 2277. - 2278
 2279 - 2280. - 2281
 2282 - 2283. - 2284
 2285 - 2286. - 2287
 2288 - 2289. - 2290
 2291 - 2292. - 2293
 2294 - 2295. - 2296
 2297 - 2298. - 2299
 2300 - 2301. - 2302
 2303 - 2304. - 2305
 2306 - 2307. - 2308
 2309 - 2310. - 2311
 2312 - 2313. - 2314
 2315 - 2316. - 2317
 2318 - 2319. - 2320
 2321 - 2322. - 2323
 2324 - 2325. - 2326
 2327 - 2328. - 2329
 2330 - 2331. - 2332
 2333 - 2334. - 2335
 2336 - 2337. - 2338
 2339 - 2340. - 2341
 2342 - 2343. - 2344
 2345 - 2346. - 2347
 2348 - 2349. - 2350
 2351 - 2352. - 2353
 2354 - 2355. - 2356
 2357 - 2358. - 2359
 2360 - 2361. - 2362
 2363 - 2364. - 2365
 2366 - 2367. - 2368
 2369 - 2370. - 2371
 2372 - 2373. - 2374
 2375 - 2376. - 2377
 2378 - 2379. - 2380
 2381 - 2382. - 2383
 2384 - 2385. - 2386
 2387 - 2388. - 2389
 2390 - 2391. - 2392
 2393 - 2394. - 2395
 2396 - 2397. - 2398
 2399 - 2400. - 2401
 2402 - 2403. - 2404
 2405 - 2406. - 2407
 2408 - 2409. - 2410
 2411 - 2412. - 2413
 2414 - 2415. - 2416
 2417 - 2418. - 2419
 2420 - 2421. - 2422
 2423 - 2424. - 2425
 2426 - 2427. - 2428
 2429 - 2430. - 2431
 2432 - 2433. - 2434
 2435 - 2436. - 2437
 2438 - 2439. - 2440
 2441 - 2442. - 2443
 2444 - 2445. - 2446
 2447 - 2448. - 2449
 2450 - 2451. - 2452
 2453 - 2454. - 2455
 2456 - 2457. - 2458
 2459 - 2460. - 2461
 2462 - 2463. - 2464
 2465 - 2466. - 2467
 2468 - 2469. - 2470
 2471 - 2472. - 2473
 2474 - 2475. - 2476
 2477 - 2478. - 2479
 2480 - 2481. - 2482
 2483 - 2484. - 2485
 2486 - 2487. - 2488
 2489 - 2490. - 2491
 2492 - 2493. - 2494
 2495 - 2496. - 2497
 2498 - 2499. - 2500
 2501 - 2502. - 2503
 2504 - 2505. - 2506
 2507 - 2508. - 2509
 2510 - 2511. - 2512
 2513 - 2514. - 2515
 2516 - 2517. - 2518
 2519 - 2520. - 2521
 2522 - 2523. - 2524
 2525 - 2526. - 2527
 2528 - 2529. - 2530
 2531 - 2532. - 2533
 2534 - 2535. - 2536
 2537 - 2538. - 2539
 2540 - 2541. - 2542
 2543 - 2544. - 2545
 2546 - 2547. - 2548
 2549 - 2550. - 2551
 2552 - 2553. - 2554
 2555 - 2556. - 2557
 2558 - 2559. - 2560
 2561 - 2562. - 2563
 2564 - 2565. - 2566
 2567 - 2568. - 2569
 2570 - 2571. - 2572
 2573 - 2574. - 2575
 2576 - 2577. - 2578
 2579 - 2580. - 2581
 2582 - 2583. - 2584
 2585 - 2586. - 2587
 2588 - 2589. - 2590
 2591 - 2592. - 2593
 2594 - 2595. - 2596
 2597 - 2598. - 2599
 2600 - 2601. - 2602
 2603 - 2604. - 2605
 2606 - 2607. - 2608
 2609 - 2610. - 2611
 2612 - 2613. - 2614
 2615 - 2616. - 2617
 2618 - 2619. - 2620
 2621 - 2622. - 2623
 2624 - 2625. - 2626
 2627 - 2628. - 2629
 2630 - 2631. - 2632
 2633 - 2634. - 2635
 2636 - 2637. - 2638
 2639 - 2640. - 2641
 2642 - 2643. - 2644
 2645 - 2646. - 2647
 2648 - 2649. - 2650
 2651 - 2652. - 2653
 2654 - 2655. - 2656
 2657 - 2658. - 2659
 2660 - 2661. - 2662
 2663 - 2664. - 2665
 2666 - 2667. - 2668
 2669 - 2670. - 2671
 2672 - 2673. - 2674
 2675 - 2676. - 2677
 2678 - 2679. - 2680
 2681 - 2682. - 2683
 2684 - 2685. - 2686
 2687 - 2688. - 2689
 2690 - 2691. - 2692
 2693 - 2694. - 2695
 2696 - 2697. - 2698
 2699 - 2700. - 2701
 2702 - 2703. - 2704
 2705 - 2706. - 2707
 2708 - 2709. - 2710
 2711 - 2712. - 2713
 2714 - 2715. - 2716
 2717 - 2718. - 2719
 2720 - 2721. - 2722
 2723 - 2724. - 2725
 2726 - 2727. - 2728
 2729 - 2730. - 2731
 2732 - 2733. - 2734
 2735 - 2736. - 2737
 2738 - 2739. - 2740
 2741 - 2742. - 2743
 2744 - 2745. - 2746
 2747 - 2748. - 2749
 2750 - 2751. - 2752
 2753 - 2754. - 2755
 2756 - 2757. - 2758
 2759 - 2760. - 2761
 2762 - 2763. - 2764
 2765 - 2766. - 2767
 2768 - 2769. - 2770
 2771 - 2772. - 2773
 2774 - 2775. - 2776
 2777 - 2778. - 2779
 2780 - 2781. - 2782
 2783 - 2784. - 2785
 2786 - 2787. - 2788
 2789 - 2790. - 2791
 2792 - 2793. - 2794
 2795 - 2796. - 2797
 2798 - 2799. - 2800
 2801 - 2802. - 2803
 2804 - 2805. - 2806
 2807 - 2808. - 2809
 2810 - 2811. - 2812
 2813 - 2814. - 2815
 2816 - 2817. - 2818
 2819 - 2820. - 2821
 2822 - 2823. - 2824
 2825 - 2826. - 2827
 2828 - 2829. - 2830
 2831 - 2832. - 2833
 2834 - 2835. - 2836
 2837 - 2838. - 2839
 2840 - 2841. - 2842
 2843 - 2844. - 2845
 2846 - 2847. - 2848
 2849 - 2850. - 2851
 2852 - 2853. - 2854
 2855 - 2856. - 2857
 2858 - 2859. - 2860
 2861 - 2862. - 2863
 2864 - 2865. - 2866
 2867 - 2868. - 2869
 2870 - 2871. - 2872
 2873 - 2874. - 2875
 2876 - 2877. - 2878
 2879 - 2880. - 2881
 2882 - 2883. - 2884
 2885 - 2886. - 2887
 2888 - 2889. - 2890
 2891 - 2892. - 2893
 2894 - 2895. - 2896
 2897 - 2898. - 2899
 2900 - 2901. - 2902
 2903 - 2904. - 2905
 2906 - 2907. - 2908
 2909 - 2910. - 2911
 2912 - 2913. - 2914
 2915 - 2916. - 2917
 2918 - 2919. - 2920
 2921 - 2922. - 2923
 2924 - 2925. - 2926
 2927 - 2928. - 2929
 2930 - 2931. - 2932
 2933 - 2934. - 2935
 2936 - 2937. - 2938
 2939 - 2940. - 2941
 2942 - 2943. - 2944
 2945 - 2946. - 2947
 2948 - 2949. - 2950
 2951 - 2952. - 2953
 2954 - 2955. - 2956
 2957 - 2958. - 2959
 2960 - 2961. - 2962
 2963 - 2964. - 2965
 2966 - 2967. - 2968
 2969 - 2970. - 2971
 2972 - 2973. - 2974
 2975 - 2976. - 2977
 2978 - 2979. - 2980
 2981 - 2982. - 2983
 2984 - 2985. - 2986
 2987 - 2988. - 2989
 2990 - 2991. - 2992
 2993 - 2994. - 2995
 2996 - 2997. - 2998
 2999 - 3000. - 3001
 3002 - 3003. - 3004
 3005 - 3006. - 3007
 3008 - 3009. - 3010
 3011 - 3012. - 3013
 3014 - 3015. - 3016
 3017 - 3018. - 3019
 3020 - 3021. - 3022
 3023 - 3024. - 3025
 3026 - 3027. - 3028
 3029 - 3030. - 3031
 3032 - 3033. - 3034
 3035 - 3036. - 3037
 3038 - 3039. - 3040
 3041 - 3042. - 3043
 3044 - 3045. - 3046
 3047 - 3048. - 3049
 3050 - 3051. - 3052
 3053 - 3054. - 3055
 3056 - 3057. - 3058
 3059 - 3060. - 3061
 3062 - 3063. - 3064
 3065 - 3066. - 3067
 3068 - 3069. - 3070
 3071 - 3072. - 3073
 3074 - 3075. - 3076
 3077 - 3078. - 3079
 3080 - 3081. - 3082
 3083 - 3084. - 3085
 3086 - 3087. - 3088
 3089 - 3090. - 3091
 3092 - 3093. - 3094
 3095 - 3096. - 3097
 3098 - 3099. - 3100
 3101 - 3102. - 3103
 3104 - 3105. - 3106
 3107 - 3108. - 3109
 3110 - 3111. - 3112
 3113 - 3114. - 3115
 3116 - 3117. - 3118
 3119 - 3120. - 3121
 3122 - 3123. - 3124
 3125 - 3126. - 3127
 3128 - 3129. - 3130
 3131 - 3132. - 3133
 3134 - 3135. - 3136
 3137 - 3138. - 3139
 3140 - 3141. - 3142
 3143 - 3144. - 3145
 3146 - 3147. - 3148
 3149 - 3150. - 3151
 3152 - 3153. - 3154
 3155 - 3156. - 3157
 3158 - 3159. - 3160
 3161 - 3162. - 3163
 3164 - 3165. - 3166
 3167 - 3168. - 3169
 3170 - 3171. - 3172
 3173 - 3174. - 3175
 3176 - 3177. - 3178
 3179 - 3180. - 3181
 3182 - 3183. - 3184
 3185 - 3186. - 3187
 3188 - 3189. - 3190
 3191 - 3192. - 3193
 3194 - 3195. - 3196
 3197 - 3198. - 3199
 3200 - 3201. - 3202
 3203 - 3204. - 3205
 3206 - 3207. - 3208
 3209 - 3210. - 3211
 3212 - 3213. - 3214
 3215 - 3216. - 3217
 3218 - 3219. - 3220
 3221 - 3222. - 3223
 3224 - 3225. - 3226
 3227 - 3228. - 3229
 3230 - 3231. - 3232
 3233 - 3234. - 3235
 3236 - 3237. - 3238
 3239 - 3240. - 3241
 3242 - 3243. - 3244
 3245 - 3246. - 3247
 3248 - 3249. - 3250
 3251 - 3252. - 3253
 3254 - 3255. - 3256
 3257 - 3258. - 3259
 3260 - 3261. - 3262
 3263 - 3264. - 3265
 3266 - 3267. - 3268
 3269 - 3270. - 3271
 3272 - 3273. - 3274
 3275 - 3276. - 3277
 3278 - 3279. - 3280
 3281 - 3282. - 3283
 3284 - 3285. - 3286
 3287 - 3288. - 3289
 3290 - 3291. - 3292
 3293 - 3294. - 3295
 3296 - 3297. - 3298
 3299 - 3300. - 3301
 3302 - 3303. - 3304
 3305 - 3306. - 3307
 3308 - 3309. - 3310
 3311 - 3312. - 3313
 3314 - 3315. - 3316
 3317 - 3318. - 3319
 3320 - 3321. - 3322
 3323 - 3324. - 3325
 3326 - 3327. - 3328
 3329 - 3330. - 3331
 3332 - 3333. - 3334
 3335 - 3336. - 3337
 3338 - 3339. - 3340
 3341 - 3342. - 3343
 3344 - 3345. - 3346
 3347 - 3348. - 3349
 3350 - 3351. - 3352
 3353 - 3354. - 3355
 3356 - 3357. - 3358
 3359 - 3360. - 3361
 3362 - 3363. - 3364
 3365 - 3366. - 3367
 3368 - 3369. - 3370
 3371 - 3372. - 3373
 3374 - 3375. - 3376
 3377 - 3378. - 3379
 3380 - 3381. - 3382
 3383 - 3384. - 3385
 3386 - 3387. - 3388
 3389 - 3390. - 3391
 3392 - 3393. - 3394
 3395 - 3396. - 3397
 3398 - 3399. - 3400
 3401 - 3402. - 3403
 3404 - 3405. - 3406
 3407 - 3408. - 3409
 3410 - 3411. - 3412
 3413 - 3414. - 3415
 3416 - 3417. - 3418
 3419 - 3420. - 3421
 3422 - 3423. - 3424
 3425 - 3426. - 3427
 3428 - 3429. - 3430
 3431 - 3432. - 3433
 3434 - 3435. - 3436
 3437 - 3438. - 3439
 3440 - 3441. - 3442
 3443 - 3444. - 3445
 3446 - 3447. - 3448
 3449 - 3450. - 3451
 3452 - 3453. - 3454
 3455 - 3456. - 3457
 3458 - 3459. - 3460
 3461 - 3462. - 3463
 3464 - 3465. - 3466
 3467 - 3468. - 3469
 3470 - 3471. - 3472
 3473 - 3474. - 3475
 3476 - 3477. - 3478
 3479 - 3480. - 3481
 3482 - 3483. - 3484
 3485 - 3486. - 3487
 3488 - 3489. - 3490
 3491 - 3492. - 3493
 3494 - 3495. - 3496
 3497 - 3498. - 3499
 3500 - 3501. - 3502
 3503 - 3504. - 3505
 3506 - 3507. - 3508
 3509 - 3510. - 3511
 3512 - 3513. - 3514
 3515 - 3516. - 3517
 3518 - 3519. - 3520
 3521 - 3522. - 3523
 3524 - 3525. - 3526
 3527 - 3528. - 3529
 3530 - 3531. - 3532
 3533 - 3534. - 3535
 3536 - 3537. - 3538
 3539 - 3540. - 3541
 3542 - 3543. - 3544
 3545 -

171. - 61. 4 - 6 - 1208
 v. 60. f - 98 u. h. a
 66 w t 29 u. 707 u
 r r r r r. 1.0 for e
 1.0 - .61. v. 61 u. { h
 A 200 u. r e e r
 r 100 r r r. 2.4 f u.
 L 4 i (6 (1 1 2 0 7 u -
 202 - 100. e r b -
 . v 171 h. L 201 r -
 2, 2 6 12 - 001 - 100
 . f o r. 100 200. - 100
 - 100 200 r 100 200
 - 100 200 100 200

- - - - - 1 2 3 4 5 6 7 8 9 10
 11 12 13 14 15 16 17 18 19 20
 21 22 23 24 25 26 27 28 29 30
 31 32 33 34 35 36 37 38 39 40
 41 42 43 44 45 46 47 48 49 50
 51 52 53 54 55 56 57 58 59 60
 61 62 63 64 65 66 67 68 69 70
 71 72 73 74 75 76 77 78 79 80
 81 82 83 84 85 86 87 88 89 90
 91 92 93 94 95 96 97 98 99 100
 101 102 103 104 105 106 107 108 109 110
 111 112 113 114 115 116 117 118 119 120
 121 122 123 124 125 126 127 128 129 130
 131 132 133 134 135 136 137 138 139 140
 141 142 143 144 145 146 147 148 149 150
 151 152 153 154 155 156 157 158 159 160
 161 162 163 164 165 166 167 168 169 170
 171 172 173 174 175 176 177 178 179 180
 181 182 183 184 185 186 187 188 189 190
 191 192 193 194 195 196 197 198 199 200
 201 202 203 204 205 206 207 208 209 210
 211 212 213 214 215 216 217 218 219 220
 221 222 223 224 225 226 227 228 229 230
 231 232 233 234 235 236 237 238 239 240
 241 242 243 244 245 246 247 248 249 250
 251 252 253 254 255 256 257 258 259 260
 261 262 263 264 265 266 267 268 269 270
 271 272 273 274 275 276 277 278 279 280
 281 282 283 284 285 286 287 288 289 290
 291 292 293 294 295 296 297 298 299 300
 301 302 303 304 305 306 307 308 309 310
 311 312 313 314 315 316 317 318 319 320
 321 322 323 324 325 326 327 328 329 330
 331 332 333 334 335 336 337 338 339 340
 341 342 343 344 345 346 347 348 349 350
 351 352 353 354 355 356 357 358 359 360
 361 362 363 364 365 366 367 368 369 370
 371 372 373 374 375 376 377 378 379 380
 381 382 383 384 385 386 387 388 389 390
 391 392 393 394 395 396 397 398 399 400
 401 402 403 404 405 406 407 408 409 410
 411 412 413 414 415 416 417 418 419 420
 421 422 423 424 425 426 427 428 429 430
 431 432 433 434 435 436 437 438 439 440
 441 442 443 444 445 446 447 448 449 450
 451 452 453 454 455 456 457 458 459 460
 461 462 463 464 465 466 467 468 469 470
 471 472 473 474 475 476 477 478 479 480
 481 482 483 484 485 486 487 488 489 490
 491 492 493 494 495 496 497 498 499 500
 501 502 503 504 505 506 507 508 509 510
 511 512 513 514 515 516 517 518 519 520
 521 522 523 524 525 526 527 528 529 530
 531 532 533 534 535 536 537 538 539 540
 541 542 543 544 545 546 547 548 549 550
 551 552 553 554 555 556 557 558 559 560
 561 562 563 564 565 566 567 568 569 570
 571 572 573 574 575 576 577 578 579 580
 581 582 583 584 585 586 587 588 589 590
 591 592 593 594 595 596 597 598 599 600
 601 602 603 604 605 606 607 608 609 610
 611 612 613 614 615 616 617 618 619 620
 621 622 623 624 625 626 627 628 629 630
 631 632 633 634 635 636 637 638 639 640
 641 642 643 644 645 646 647 648 649 650
 651 652 653 654 655 656 657 658 659 660
 661 662 663 664 665 666 667 668 669 670
 671 672 673 674 675 676 677 678 679 680
 681 682 683 684 685 686 687 688 689 690
 691 692 693 694 695 696 697 698 699 700
 701 702 703 704 705 706 707 708 709 710
 711 712 713 714 715 716 717 718 719 720
 721 722 723 724 725 726 727 728 729 730
 731 732 733 734 735 736 737 738 739 740
 741 742 743 744 745 746 747 748 749 750
 751 752 753 754 755 756 757 758 759 760
 761 762 763 764 765 766 767 768 769 770
 771 772 773 774 775 776 777 778 779 780
 781 782 783 784 785 786 787 788 789 790
 791 792 793 794 795 796 797 798 799 800
 801 802 803 804 805 806 807 808 809 810
 811 812 813 814 815 816 817 818 819 820
 821 822 823 824 825 826 827 828 829 830
 831 832 833 834 835 836 837 838 839 840
 841 842 843 844 845 846 847 848 849 850
 851 852 853 854 855 856 857 858 859 860
 861 862 863 864 865 866 867 868 869 870
 871 872 873 874 875 876 877 878 879 880
 881 882 883 884 885 886 887 888 889 890
 891 892 893 894 895 896 897 898 899 900
 901 902 903 904 905 906 907 908 909 910
 911 912 913 914 915 916 917 918 919 920
 921 922 923 924 925 926 927 928 929 930
 931 932 933 934 935 936 937 938 939 940
 941 942 943 944 945 946 947 948 949 950
 951 952 953 954 955 956 957 958 959 960
 961 962 963 964 965 966 967 968 969 970
 971 972 973 974 975 976 977 978 979 980
 981 982 983 984 985 986 987 988 989 990
 991 992 993 994 995 996 997 998 999 1000

u - i - - - - - d o b l - o - a - a
 - u - - - - - t e b l n s , f a z s
 s) 2 b n r l l o r . y i - o
 b s e s l o r . b ; i d . y o
 o y - - - - - o r - - - - - c e - t e
 e r o l a . - - - - - o l b l b y z
 u a . b o r o e o v - - - - - b . y
 l l b i - - - - - b . n y b l
 i e o o b l e n - - - - - d o d u
 v - e e e - - - - - d u i d b - e
 f b e d (i b q r e - i y) b
 f i n o i o r o v) b o o n
 l e u - - - - - b . u o d e . d u b l
 i y o o f e o b o n e - o

[illegible]

2 2 2

6 re

No. 4

FROM John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at the Waldorf-Astoria, in New York. Mr. Pierrepont has suggested the grand tour as a proper finish to his education.



*"Old Dick Stover was the worst hand
at procrastinating that I ever saw."*

IV

L 25, 189—

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 840.

H, (-) n - 1 - 9, 0.
 2 2, 9 9 9. - - -) 6 -
 2 9 6. 4, 7, 8. - 2 1 0 0. 6
 0 2 6 1. - - - 2 / 0 2 /
 1 0 1) 6 - 7. - - - 1. 6
 - - - - - 2 6 1 1. 0
 1 - 2 2. - - - - 7 0 -
 ! C - 2. / 5 2 = 2 2 - 0 7 2
 2 2 2; (2 2 2 2 2 2 2
 - - - - - 2 2 2 2 2 2 2
 2 2 - 2 2 2 / 2 2 - 1 2. 0
 2 2 2 2 2 2 2 2 2 2 2 2
 2 2 2 2 2 2 2 2 2 2 2 2
 2 2 2 2 2 2 2 2 2 2 2 2

The first one is - 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100.

" since I have been
 - (one of the) very
 20 - 1) by - 90, - 200
 27 6 - 22000, - 10000
 1, 1000, 1, 1000, 1000
 2000 - 1000, 1000, 1000
 1000 - 1000, 1000, 1000
 1000 - 1000, 1000, 1000
 1000 - 1000, 1000, 1000
 1000 - 1000, 1000, 1000
 1000 - 1000, 1000, 1000

" 2 2
 1000

No. 5

FROM John Graham,
head of the house
of Graham & Co.,
at the Union Stock Yards
in Chicago, to his son,
Pierrepont Graham, at
Lake Moosgatchemawaw-
muc, in the Maine woods.
Mr. Pierrepont has writ-
ten to his father withdraw-
ing his suggestion.



*"Charlie Chase told me he was
President of the Klondike Exploring,
Gold Prospecting and Immigration
Company."*

V

7, 189-

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

[illegible]

—, e l o = e v - o = o' s.
 i l h m - o' m i s' s.
 o p l / o' d r. o' m. r.
 e n w. h z o' - e p' s
 e o o i o' z i s' l - i' -
 - e e' h o' o' b - e o' p' /
 e : s' e e e e - e o' - e e' s'.
 e i n o o' o' b e s - e m
 e e o o e i o' g n' e - e
 e e e i. e o' - e o' y r y
 e o' g o' z n e b' i z o' - e
 h z e - i' - e e e e o' n
 e z e e m. e h e e. e
 b i s' (e - e m) e y o' s'

[illegible]

22
7-10

No. 10

FROM John Graham,
at the Union Stock
Yards in Chicago,
to his son, Pierrepont, at
the Commercial House,
Jeffersonville, Indiana.
Mr. Pierrepont has been
promoted to the position
of traveling salesman for
the house, and has started
out on the road.



*"You looked so blamed important and
chesty when you started off."*

5 — 1, 189—

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 840.

6. Let us take a look at the
 — 49 (1. — 2 3 4 5 6
 7. 8 9 10 11 12 13 14
 15 = 9. 2 = 6 3 = 1 4 = 5
 "2" 10, "4" 10, 5 6, 7, 8, 9
 10 11, 12, 13, 14, 15, 16, 17, 18, 19, 20
 21, 22, 23, 24, 25, 26, 27, 28, 29, 30
 31, 32, 33, 34, 35, 36, 37, 38, 39, 40
 41, 42, 43, 44, 45, 46, 47, 48, 49, 50
 51, 52, 53, 54, 55, 56, 57, 58, 59, 60
 61, 62, 63, 64, 65, 66, 67, 68, 69, 70
 71, 72, 73, 74, 75, 76, 77, 78, 79, 80
 81, 82, 83, 84, 85, 86, 87, 88, 89, 90
 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

1. The first of these is the
 2. The second is the
 3. The third is the
 4. The fourth is the
 5. The fifth is the
 6. The sixth is the
 7. The seventh is the
 8. The eighth is the
 9. The ninth is the
 10. The tenth is the
 11. The eleventh is the
 12. The twelfth is the
 13. The thirteenth is the
 14. The fourteenth is the
 15. The fifteenth is the
 16. The sixteenth is the
 17. The seventeenth is the
 18. The eighteenth is the
 19. The nineteenth is the
 20. The twentieth is the

e b; f, { > 2 2 u e o o
 e o u p a s f o i, p,
 e - s e. e n h e m i -
 e n; o n o o f a d e -
 2 n o y. e o i; p e
 n u f e n o i s t a o
 1) e o, i, i, d d u y e
 s a y f s e p a n - i
 n n e b; l e e o. -;
 o. n e, i, e, o s a t e
 1 e. e i d n - o a n n o
 1 o o o y 2, i b s b o o
 - n l o r s b e o, e
 o - o d w b. u n o d. f "o

[illegible]

[illegible]

32
60

No. 11

FROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at The Planters' Palace Hotel, at Big Gap, Kentucky. Mr. Pierrepont's orders are small and his expenses are large, so his father feels pessimistic over his prospects.



*"Josh Jenkinson would eat a little
food now and then just to be sociable, but
what he really lived on was tobacco."*

XII

2 C₁₀, 189—

1. Eingel. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 8

[illegible]

[illegible]

h. r. e. i. e. b. b. e. / 7. 1.
 — a = e. / 7. 7. / e. n.
 / m. / 1. r. r. r. r. r. r.
 b. e. r. r. r. r. r. r. r. r. r.
 i. e. d. / h. r. r. r. r.
 e. r. r. r. r. r. r. r. r. r.
 e. r. r. r. r. r. r. r. r. r.
 l. e. i. d. 2. r. r. r. r. r. r. r.
 d. e. r. r. r. r. r. r. r. r. r.
 r. r. r. r. r. r. r. r. r. r.
 l. e. r. r. r. r. r. r. r. r. r.
 e. r. r. r. r. r. r. r. r. r.

7. 7. 2

b. e. r.

No. 13

FROM John Graham,
at the Union Stock
Yards in Chicago, to
his son, Pierrepont, care
of The Hoosier Grocery
Co., Indianapolis, Indiana.
Mr. Pierrepont's orders
have been looking up, so
the old man gives him a
pat on the back—but not
too hard a one.



"When John L. Sullivan went through the stock yards, it just simply shut down the plant."

XIII

July 10, 189—

1. 2. 3. 4. 5. 6. 7. 8. 9. 10.
 11. 12. 13. 14. 15. 16. 17. 18. 19. 20.
 21. 22. 23. 24. 25. 26. 27. 28. 29. 30.
 31. 32. 33. 34. 35. 36. 37. 38. 39. 40.
 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.
 51. 52. 53. 54. 55. 56. 57. 58. 59. 60.
 61. 62. 63. 64. 65. 66. 67. 68. 69. 70.
 71. 72. 73. 74. 75. 76. 77. 78. 79. 80.
 81. 82. 83. 84. 85. 86. 87. 88. 89. 90.
 91. 92. 93. 94. 95. 96. 97. 98. 99. 100.

w l. n e y o m i n n o
 . e l f f - l z i o f m - n
 n o d e o - l e e n . o r l
 n z f e o m ; l n e e n $\frac{2}{3}$
 n i o . f o r e - i) g j l
 n l e n p . f - r d i e e n y
 l l l o . o - n - r i n d
 - d r o . - n e i n r i o .
 - - d l f n e - n o b i r
 - - r e d - i d n n e)
 n n n o o n n : f o e 2 o .
 ! g - l e l f - n l n r e . o i
 b - f e o - l e e l l e e i
 - - - y - d . e g l l o y

[illegible]

[illegible]

2. 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

No. 15

FROM John Graham,
at the Union Stock
Yards in Chicago, to
his son, Pierrepont, at
The Scrub Oaks, Spring
Lake, Michigan. Mr.
Pierrepont has been pro-
moted again, and the old
man sends him a little
advice with his appoint-
ment.



*"A good many salesmen have an idea
that buyers are only interested in funny
stories."*

July 1, 189—

1. 4: 0/2 329° 0 27 1 6 6
 2. 6 6 1 27. 0 7 1 6 2 1
 3. 6 1 2 7. 1. 4 0 0 2. 2
 4. 2 7 1 1. 0 2 7 0 0 1 4
 5. 2 6 1 27. 0 4 7 6 7 1
 6. 1 1 1 1 27. 0 2 7 1 2 3 0 0
 7. 4 4 2 2 2 1 6 1 6 1 2 2 1
 8. 6 2 1 2 7 2 7 1. 2 1 6 1 1 2
 9. 2 1 7 1 6 2 2 2 2 2 2 2 2 2
 10. 2 2 1 2 2 2 2 2 2 2 2 2 2 2
 11. 2 2 1 2 2 2 2 2 2 2 2 2 2 2
 12. 2 2 1 2 2 2 2 2 2 2 2 2 2 2
 13. 2 2 1 2 2 2 2 2 2 2 2 2 2 2
 14. 2 2 1 2 2 2 2 2 2 2 2 2 2 2
 15. 2 2 1 2 2 2 2 2 2 2 2 2 2 2
 16. 2 2 1 2 2 2 2 2 2 2 2 2 2 2
 17. 2 2 1 2 2 2 2 2 2 2 2 2 2 2
 18. 2 2 1 2 2 2 2 2 2 2 2 2 2 2
 19. 2 2 1 2 2 2 2 2 2 2 2 2 2 2
 20. 2 2 1 2 2 2 2 2 2 2 2 2 2 2

and the same for the
 it is 927) a. - 98. 2
 e n h y - e. e. e. y;
 1 a. 6 - - . e. 6 6 7 a x.
 . - e y, b. v. i. b. . y f. n
 3 n, 2 a h x = y 2 i i
 1 e 1 - - . n - y (f
 n. 2 . . 6 9 1 8 . 6 6
 e o d 1 . n e e a). e y y
 i 1 y i o . e 6 e o n 6 u b
 o o 9 y - 2 3 1 2 . 6 e o y,
 8 - (o o) 1 y y . e e
 e t e y 1 2 a n n .
 - e h. 6 e d e e . 6

1. The first letter is a
 2. The second letter is a
 3. The third letter is a
 4. The fourth letter is a
 5. The fifth letter is a
 6. The sixth letter is a
 7. The seventh letter is a
 8. The eighth letter is a
 9. The ninth letter is a
 10. The tenth letter is a
 11. The eleventh letter is a
 12. The twelfth letter is a
 13. The thirteenth letter is a
 14. The fourteenth letter is a
 15. The fifteenth letter is a
 16. The sixteenth letter is a
 17. The seventeenth letter is a
 18. The eighteenth letter is a
 19. The nineteenth letter is a
 20. The twentieth letter is a

. . . (m o r p .
 f n r y , e . e a r r
 = . t o w n - u n f n n n
 u f i n o > y n . n . . e
 f o d e n g f (v o -
 i n n e n g . n e e n e n o)
 - o f f i - n . e e n e p .
 E i f e r d e y n n n -
 . d o d . n y . . f i - . o
 f y) a . f (o , o n o
 i - . e . o .) n a t r d e
 g n o f n (o , l i e d
 p n d e n y n n i o r g .
 i o) . f o o , n n (. - i d

32, 66, 2... 2 1 - - -
 , - - 5! 7. 7e 6 - -
 ~ ~ ~ 1 - 1 > 6 ? - 1 0 ,
 - 2 2 - 20, 2 2 .
 6 10 20 2 10 20. 3
 1 1 2 1; 1 - 1 2. 6 10
 2 2 - 6 - - . 2 2 2 - 6 10
 . 2 2 2 2 1, 2, 6 2 1, 6
 6 2 2 1 (2, 7 - 2 2 2
 2 2 2 2 - 2 2 2 1, 2 2
 1 2 2 2 2 2 2 2 2 2
 1 2 2 2 2 2 2 2 2 2
 2 2 2 2 2 2 2 2 2 2
 2 2 2 2 2 2 2 2 2 2

me no r o n n a.
 e e f r o i — r v i)
 w o n i - l a h -
 n e e r o p u , y o n b
 (e e l o o o p u , b
 d . b r e l y o r i n e o b e ,
 b) f b r e r r i o e . d
 a h f) , d o n e . e . v v
 v r l y n o i - b e o o
 (e o o b e r r) . b o r
 - l o o n i o h , b e
 o , () f e e r e l o d
 o , n o v h , o e e r d e .
 f , v i r r o r r e e

n. l. n. w. n. c. m. / t. e
 l. y. / o. r. f. i. l. g. r. - o. e.
 e. w. e. r. / e. w. - - r. i. -
 o. l. l. m. e. n. e. o. b. e. n.
 e. w. - - r. - - r. i. d. i. d. /
 n. o. r. e. l. e. w. d. n. i. d. /
 n. l. e. w. e. n. g. i. r. d. y. -
 - - - - - - - - -
 d. / l. e. w. e. n. o. r. e. b. e. n. e.
 e. l. e. w. e. n. g. i. r. d. y. -
 - - - - - - - - -
 e. w. e. n. g. i. r. d. y. -
 - - - - - - - - -
 e. w. e. n. g. i. r. d. y. -
 - - - - - - - - -
 e. w. e. n. g. i. r. d. y. -
 - - - - - - - - -

1. — 6 — — — — — 2 —
 (9. 7 2 1 2 2 2 0 2 2 2 2
 10 0 2 2 2 2 2 2 2 2 2 2
 1 2 0 2 2 — — — — — 6 9. 2 2 2 2
 2 2 2 2 2 2 2 2 2 2 2 2
 2 3 2 0 2 2 — — — — — 50, 2 2 2 2
 2 1 2 0 2 2 2 2 2 2 2 2 50, 2 3 1 2
 2 1 2 2 2 2 2 2 2 2 2 2 2 2
 2 2 2 2 2 2 2 2 2 2 2 2
 2 2 2 2 2 2 2 2 2 2 2 2

SOME GREGG PUBLICATIONS

Prices subject to change without notice

SHORTHAND INSTRUCTION BOOKS

| | |
|--|--------|
| Gregg Shorthand Manual. Revised edition. Bound in cloth. | \$1.50 |
| Gregg Speed Studies. Combined supplementary textbook and dictation course, dealing with problems of speed and accuracy. All reading and writing material in shorthand, conforming to principles of the Manual. 328 pages; cloth..... | 1.20 |
| Supplementary Exercises in Gregg Shorthand. A collection of words, sentences, letters, tests and charts in shorthand and type, arranged in accordance with the division of material in the Manual. 62 pages..... | .60 |
| Progressive Exercises in Gregg Shorthand. Revised for use with the Manual. Test students' knowledge of each lesson.. | .50 |
| Graded Readings in Gregg Shorthand. By Alice M. Hunter. A new reading book adapted to early dictation. 120 pages; cloth | .75 |
| La Stenographie Gregg. French adaptation of Gregg Shorthand. By Dr. E. W. Farmer..... | 1.50 |
| Beginners' Letter Drills. By Alice M. Hunter. Simple business letters written in Gregg Shorthand, supplementing the first six lessons in the Manual. 24 pages; paper..... | .24 |
| Gregg Shorthand Dictionary. New edition, containing the outlines of nearly 17,000 words. Semi-flexible binding..... | 1.50 |
| The New Gregg Shorthand Phrase Book. Contains about 3,000 useful phrases. A great aid in attaining speed..... | 1.00 |
| Practical Drills in Shorthand Penmanship. By George S. McClure | .16 |
| Taquigrafia Gregg. An adaptation of Gregg Shorthand to Spanish | 1.50 |
| German Adaptation of the Gregg Shorthand Manual. By S. V. Greenberg. 91 pages; cloth..... | 1.50 |

SUPPLEMENTARY

| | |
|--|------|
| Word and Sentence Drills in Gregg Shorthand. By Mark I. Markett. Contains list of words, sentences, and letters illustrating the principles as set forth in the Manual. All in type. 123 pages; cloth..... | .60 |
| Notes on Lessons in Gregg Shorthand. By William Wheatcroft, London. Observations and explanatory notes on the lessons in the Gregg Shorthand Manual. 85 pages; cloth..... | .60 |
| Shorthand Dictation Drills. Edited by John Robert Gregg. Carefully graded dictation material—business letters, literary and informative articles. Printed entirely in type. 212 pages; cloth | .80 |
| Constructive Dictation. By Edward Hall Gardner. Embodies a new idea of teaching practical business English along with dictation. Extensive vocabulary in shorthand. 376 pages; cloth | 1.20 |

FOR THE REPORTER

| | |
|---|--------|
| Shorthand Championship Tests. By Walt H. Mechler. Contains material used in all the shorthand speed contests conducted by the National Shorthand Reporters' Association. 309 pages; cloth | \$1.20 |
| Gregg Reporting Shortcuts. By John Robert Gregg. A collection of reporting phrases and shortcuts compiled from the work of expert writers. 248 pages; cloth..... | 2.25 |
| The Stenographic Expert (Gregg Edition). By Willard B. Bottome. Adapted to Gregg Shorthand by John Robert Gregg. 263 pages; cloth..... | 2.00 |

READING BOOKS IN GREGG SHORTHAND

| | |
|--|-----|
| The Sign of the Four. By Sir A. Conan Doyle. 188 pages; cloth | .75 |
| Letters from a Self-Made Merchant to His Son. By George Horace Lorimer. Revised edition. 120 pages; cloth..... | .75 |
| A Christmas Carol. By Charles Dickens. 56 pages..... | .28 |
| The Great Stone Face. By Nathaniel Hawthorne..... | .24 |
| The Legend of Sleepy Hollow. By Washington Irving..... | .32 |
| Rip Van Winkle. By Washington Irving..... | .28 |
| Hamlet. As told by Charles Lamb..... | .20 |
| Alice in Wonderland. By Lewis Carroll. 154 pages..... | .75 |

TYPEWRITING

| | |
|--|------|
| Rational Typewriting. By Rupert P. SoRelle and Ida McLenan Cutler. | |
| Revised Edition. A comprehensive course for use in high schools and private business schools desiring an extended course | 1.50 |
| Meal of Honor Edition. A short, intensive course for highly specialized business schools..... | 1.08 |
| The New Rational. The latest development in the Rational idea of touch typewriting. 152 pages; cloth..... | 1.20 |
| Typewriting Speed Studies. By Adelaide B. Hakes..... | .52 |
| Junior Typewriting. By Elizabeth S. Adams. For Junior High Schools | 1.00 |

ENGLISH, SPELLING

| | |
|---|------|
| Applied Business English and Correspondence. By Hubert A. Hagar and Rupert P. SoRelle. Teacher's key furnished. Text, \$1.00. Separate Exercises..... | .40 |
| Sixty Units in Business English. By Harold S. Brown. A practical course for short-term and evening school classes. 162 pages; cloth | 1.00 |

OFFICE TRAINING

| | |
|--|-----|
| Secretarial Studies. By Rupert P. SoRelle and John Robert Gregg. Takes the elementary materials of shorthand, typewriting, English, and the collateral technical subjects and welds them into a smooth working equipment. Adapted to both private and public school courses. 402 pages; cloth. Text, \$1.40. Laboratory Materials..... | .60 |
|--|-----|

COMMERCIAL SUBJECTS

| | |
|---|---------------|
| Essentials of Commercial Law. By Wallace H. Whigam. Cloth bound, 392 pages..... | \$1.40 |
| Walsh's Business Arithmetic. By John H. Walsh, Associate Superintendent of Schools, New York. For high schools and commercial schools. 496 pages. Cloth..... | 1.40 |
| Rational Arithmetic. By George P. Lord..... | 1.00 |
| Lockyear's Bookkeeping. By M. H. Lockyear. An introductory course. Cloth bound. 105 pages..... | .86 |
| Bartholomew's Bookkeeping Exercises. By W. E. Bartholomew. Constructive problems adapted to any text. In two parts, each.... | .72 |
| Applied Business Calculation. By C. E. Birch. 193 pages.... | .40 |

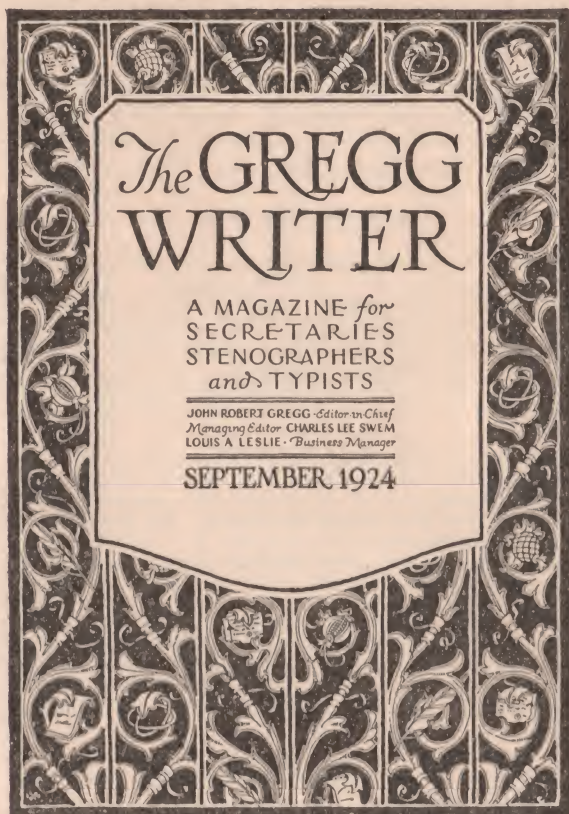
MISCELLANEOUS

| | |
|--|-------------|
| Business Organization and Administration. By J. Anton de Haas | 1.40 |
| An Introduction to Economics. By Graham A. Laing. 400 pages..... | 1.40 |
| The Teaching of Shorthand: Some Suggestions to Young Teachers. By John Robert Gregg..... <i>net</i> | .75 |
| Vocabulary of the Manual. A complete alphabetical list of all the words contained in the revised edition of the Gregg Shorthand Manual. 54 pages..... | .60 |
| How to Prepare for Civil Service. By E. H. Cooper. Cloth..... | 1.50 |
| The Factors of Shorthand Speed. By David Wolfe Brown. 194 pages, cloth bound..... | .75 |
| Practical Pointers for Shorthand Students. By Frank Rutherford. 131 pages, cloth bound..... | .50 |
| The Parliamentarian. By Cora Welles Trow. A manual of parliamentary procedure and the rules of debate. 158 pages, cloth bound..... | 1.00 |
| Personality: Studies in Personal Development. By Harry Collins Spillman. A book that opens a new field in education. Adapted to corporation schools, high schools and self-study. 206 pages, cloth bound..... | 1.50 |
| The Gregg Emblem. The Gregg ovals in blue and white enamel, with gold lettering. Pin or button..... | .50 |
| The Gregg Notebook. Specially prepared for Gregg writers. Size 6 x 8¾ inches. Price in quantities quoted on application. | |
| Gregg Reporter's Notebook | .20 |
| Expert Copy Holder. For typewriting manuals..... | 1.00 |
| Wall Charts. The Gregg alphabet in blue print, mounted map style. Four charts, 30 x 39 inches..... <i>net</i> | 2.50 |
| The Gregg Pennant. Of blue and white felt, 18 x 36 inches..... | 1.50 |
| The Gregg Eraser Tray. Bronze finish..... | .50 |
| The Gregg Writer. A monthly magazine. (See following page.) | |

The Gregg Publishing Company

New York Chicago Boston San Francisco London

Inspiration and Help Every School Month of the Year



Seventy-five thousand writers and teachers of shorthand study the Gregg Writer every month. "The Principles," the shorthand learner's department, the Art and Credentials Department, the Reporter's Department and the special articles and editorials are all packed full of information and inspiration for every stenographer, reporter, or teacher. The magazine contains from ten to fifteen pages of shorthand plates each month.

Subscriptions, \$1.50 a Year in the United States; Canada and Mexico, \$1.65; other countries, \$1.75. Single copies, 15 cents.

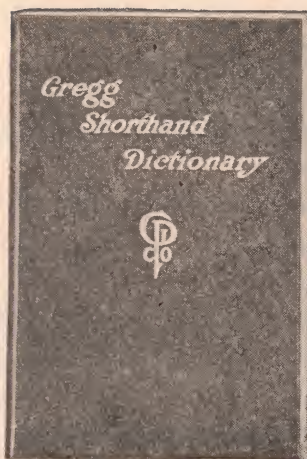
Send all Subscriptions and Correspondence relating to the
Magazine to

THE GREGG WRITER
16 W. 47th Street New York, N. Y.

Gregg Shorthand Dictionary

Contains the outlines for 17,000 words—more than double the number in the old edition. Conforms to the Gregg Shorthand Manual.

Beautifully bound in extra quality brown cloth, semi-flexible, with sides stamped in gold; 208 pages; size $4\frac{3}{8} \times 6\frac{1}{2}$ inches. Can be carried in the coat pocket; convenient for reference.



Sent to any address, postpaid, for \$1.50

The New Gregg Shorthand Phrase Book

Contains about 3,000 useful phrases of all kinds; a great aid in attaining speed, and invaluable to all practical writers. Bound in red cloth, semi-flexible, pocket size, uniform with Dictionary.

Sent to any address, postpaid, for \$1.00

The Gregg Publishing Company

New York Chicago Boston San Francisco London

THE SIGN of the FOUR

By A. CONAN DOYLE

THIS, the most thrilling of the tales of Sherlock Holmes, is now published in Gregg Shorthand. Whether or not you have read this before, be sure to get it in this form. There is not the same temptation to turn to the last page and "see how it comes out," when reading the shorthand version, and the clever work of the famous detective, the skillful weaving of the plot, and the surprising dénouement, will receive the attention that is their due.

Aside from the interest of the story, you need this book for your shorthand practice, for Conan Doyle is a master of English and the reading of "The Sign of the Four" will add many words to your shorthand vocabulary.

This book is bound in cloth, and contains 188 pages of beautifully written shorthand.

PRICE, postage prepaid 75 cents

The Gregg Publishing Company

NEW YORK CHICAGO BOSTON SAN FRANCISCO LONDON

